

## FREQUENTLY ASKED QUESTIONS

How long has Edscha TS has been in business?

Edscha TS is Group Company of VBG GROUP AB. Edscha TS is the inventor and the market leader of Curtain Siders and Full tarpaulin solutions of Trucks, Trailers. We are in roofing system business in Europe since 1969. In India we operate since 2010 from our group company Ringfeder's office and we have a ware house where we stock our system to cater customer's requirement.

What are the principal activities of Edscha TS ?

Edscha TS offers optimal, complete solutions for all kinds of cargo carriers with tarpaulin cover.

State the total number of staff (permanent and contract):

We have staff strength of upto 100, where 80 are permanent and 20 are on contract.

Please list any / all parent companies and ownership percentage of each.

Please refer <http://www.vbggroup.com>

What is the legal organization of your company (i.e. Proprietorship, partnership, publicly held company with shares listed on a stock market, trust, individual or other -please identify)?

Edscha TS is Group Company of VBG GROUP AB and VBG GROUP AB Listed on Nasdaq OMX Nordic Stockholm

In which country is your company registered?

Germany.

Does Edscha TS have experience with customers from the General Cargo carrying Industry?

Edscha TS in Europe supply all range of Roofing system to leading Body builders and in turn the End user shall use our roofing system for transporting all kind of heavy cargos, palletized cargo, liquids and general cargo.

Does Edscha TS have experience with customers with similar packaging requirements like the General cargo or special Cargo / palletised cargo industry etc.?

Yes. Edscha TS has Full tarpaulin and curtain sider system for General cargo, special Cargo / palletized cargo in Europe and in BRIC nations. Our systems are used for carrying always full legal volume available for transportation.

Do Edscha TS have the capability to develop the full scope or will you be utilizing external subject matter expert suppliers for developing complete solution for carrying Special cargo or double decker application?

Edscha TS has a good expertise in our core product range. Being an international player and had worked with all leading body builders and end user Edscha TS can support customers and Body Builders in the areas where they needs our support by utilizing expert external subject.

Outline associated advantages /benefits of Full tarpaulin and curtain sider system.

Edscha TS Systems are highly reliable, where the maximum usable cargo volume is achieved by combining the optimized protection of the cargo. .Effective loading from the sides and the top also by the forklifts and cranes reduces a lot of time in loading and unloading. Weather proof system where in the risk of unpaid loads from the wet condition of goods is avoided. Loading, unloading and closing of the system is possible by just one person from the ground.

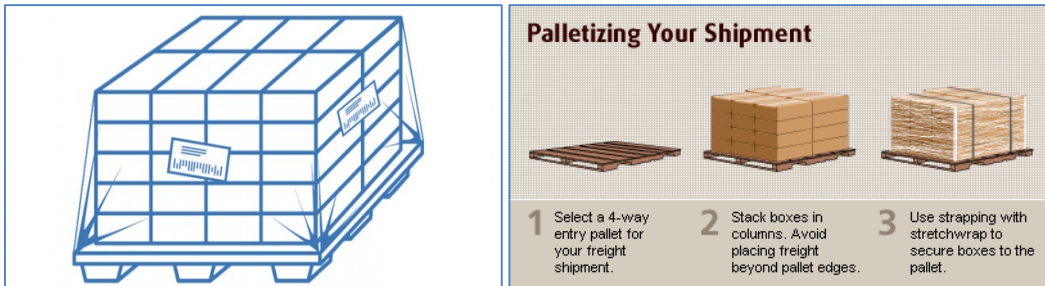
## Backup economic calculation and benefits of Edscha TS Vario System

- 5 – 15% more payloads compared to steel-walls or steel-box
- Possibly ~10% increasing turnover because 1-2,5h time saving on any loadings
- Reselling – value increases up to the value of extra costs
- Risk of unpaid transports due to wet loads stops
- No tarpaulin-replacements needed for whole trailer life
- Added value for advertisement on tarp possible
- Resulting 6,4-26,9 INR savings/km (80-100Tkm/year)  
(Based on an average transport of today with a 50.000 INR turnover)
- Huge savings for industry due to up to 20 times quicker loading-operations for serving the internal processes

## LOADING CAPABILITY

What is your recommended approach to load unitization (wrapping strapping etc.)?

Palletization and Strapping



What is your recommended approach to Load formation (inside the vehicle body/ outside)?

With our system both is possible inside the vehicle body and outside also

How do you intend to load the vehicle?

Since our system gives the flexibility of top handling and side handling. Customer can decide based on their convenience.

What type of MHEs do you recommend for above operations?

Fork lift and overhead crane can be used to speed up the loading process based on Customers' convenience.

How many operators are required at a time for the operation of loading per dispatch?

01 operator

What are the operator training requirements?

Edscha TS can give training to operators on using our roofing system (opening/closing and general maintenance)

How much time will the entire operation take for typical loading?

By using the sliding bow or full tarpaulin system the opening and closing of our system can take maximum 3 – 4 minutes.

On the loading part, it depends on the customer and its infrastructure



Does your solution require presence of elevated loading bay/ docks?

No

Does your solution require dock levellers?

No

What are the customisation / requirement on infrastructure of loading point?

Requirement on infrastructure of loading point is a crane, forklift and wide enough flat surfaces.

Can your solution handle multiple packaging types like cartons, buckets and barrels?

YES

Outline associated advantages /benefits.

- Optimum loading of heavy goods with regard to speed, safety and efficiency.
- Fast and flexible supply of the required products, as in just-in-time production in the automotive industry, which is very important in increasing number of trips.
- Very effective forklift loading from the side, Easy loading also possible from above
- Cargo transportation, loading and unloading are fast, dry and safe.
- Always full legal volume available for transportation.

## TRANSPORTATION

What type of transport vehicles are needed for your product (dimensions of Vehicle)?

Our System is flexible to be fitted with any kind of vehicle which is legally approved.

Does your solution require any customisation of vehicles, if so describe the requirement?

Our system can be fitted in any flatbed truck or trailer.

In case you propose to use custom made vehicle, what are the safety controls proposed?

Our system can be integrated with any kind of flatbed truck and trailer.

What is your recommended approach for load securing during transit?

Lashing / strapping



#### Outline associated advantages /benefits

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- Cargo transportation, loading and unloading are fast, dry and safe.
- Always full legal volume available for transportation.

#### UNLOADING CAPABILITY

How will the unloading operation take place?

Fork lift and overhead crane can be used based on customer's convenience.

What type of MHEs do you recommend for above operations?

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Does your solution require presence of elevated loading bay/ docks?

No

Does your solution require dock levellers?

No

What are the customisation / requirement on infrastructure of unloading point

Requirement on infrastructure of loading point is a crane, forklift and wide enough flat surfaces.

#### Outline associated advantages /benefits

- Optimum unloading of heavy goods with regard to speed, safety and efficiency.
- Fast and flexible supply of the required products, as in just-in-time production in the automotive industry, which is very important in increasing number of trips.
- Very effective forklift unloading from the side, Easy unloading also possible from above.
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#### AFTER SALES SUPPORT AND MAINTENANCE

What type of after sales support is provided?

Edscha TS will take responsibility for the installation of proto kits and will support customer with parts for replacement and service support globally (based on mutual agreement)

Please refer Link <http://www.edschats.com/en/contact/contact1/vertretungen/>

What are the maintenance requirements for your solution?

Our system is basically maintenance free system when operated as per the recommended procedure. Just a visual inspection before every trip.